

Los Angeles District News

A Newsletter from SBA's Los Angeles District Office

Volume 1, Issue 2

Calendar of Events

- There will be a Community Express Loan Workshop for prospective borrowers on Wednesday, October 4, 2006 from 9:00 am to 11:00 am at 330 North Brand Blvd., Glendale CA 91203. Please contact Ken Crawford at (818) 552-3244 for more information.
- A workshop entitled "Business Secrets on the Road to Opportunities" will be held at the Hilton Conference Center, One LMU Drive, Los Angeles CA 90045 on Thursday morning, October 26, 2006 from 7:15 am to 11:15 am. Please contact Carmen Navarro at (626) 458-3566 for more information.

Service Center Network Helps Small Businesses Succeed

When small and mid-size business owners find themselves overwhelmed by work, unsure of what move to make or how to resolve a business problem, they can find help at LADO's Small Business Development Center Network – Los Angeles, Ventura and Santa Barbara (SBDC Network/LAVSB).

Since January the SBDC Network/LAVSB has been providing Southern California businesses with business advice. The team is designed to be ready, willing and able to assist any business owner or future entrepreneur overcome business hurdles blocking their path to success.

Comprised of eight different service centers

throughout Southern California, the network was assembled last year by the Long Beach Community College District (LBCCD) and is headed by Sheneui Sloan, regional director.

"The SBDC Network/LAVSB may itself be a recent entity," Sloan said, "but it builds on a long tradition of helping business owners.

"Some of our network service centers have been providing their surrounding neighborhoods and specific communities with expert business advice for decades," she explained. "Others are affiliated with community colleges and statewide programs that provide special resources in areas

such as technology or international trade.

"And we are all part of the U.S. Small Business Administration (SBA) federal government commitment and nationwide effort to help businesses grow and prosper."

Los Angeles SBA District Director Alberto G. Alvarado said, "We expect great things from this new network in serving the diverse needs of our small business community."

Variety of Help

Just ask Venice documentary film producer John Tipton about the help he received to grow and prosper and he'll tell about the counseling that enabled

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Spirit Awards Honors Businesses in Santa Barbara and Ventura

More than 300 community and business leaders from Santa Barbara and Ventura Counties attended the 4th annual Spirit of Small Business Awards Luncheon at Fess Parker's Doubletree Resort in Santa Barbara on Friday,

August 18. The Spirit awards are co-sponsored by the Los Angeles District Office, U.S. Small Business Administration and Pacific Coast Business Times, the weekly business journal for the Santa Barbara, Ventura, and San Luis Obispo area.

The event honored eight small businesses including: Plug Nickel restaurant/caterer East Ventura County, Performance Group data solutions West Ventura County, Brand New South Santa Barbara County and

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Eight Service Centers

- **CHARO Community Development Corp.**
- **Loyola Marymount University**
- **College of the Canyons**
- **Mt. San Antonio College**
- **El Camino College**
- **Santa Monica College**
- **Long Beach City College**
- **Ventura Community College**

Service Centers Help Small Businesses Succeed

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him to secure \$50,000 for working capital and equipment.

Or Kimya Anthony, owner of Ja Ja Babywear in Carson who received SBDC assistance to expand her company with a Fall 2006 clothing line.

But the advice is not limited to financial counseling alone. The eight centers provide a wide array of two- and three-hour workshops focusing on business start-up help, incorporation advice, strategic planning and management, use of Quick Books, e-marketing, payroll and tax information, importing/exporting information and other business essentials.

They also offer one-on-one business counseling with business veterans who craft advice specific for each, individual business owner.

Eight Centers

The eight centers and some of their unique

offerings are:

§ **CHARO Community Development Corp.** in East Los Angeles - Spanish-speaking counselors and business workshops offered in Spanish, plus assistance to retail (stores & restaurants) and service (professional services, web design & others), as well as home-based businesses.

§ **Loyola Marymount University** in Westchester - Business counselor on board who is an attorney, able to answer general legal questions pertaining to business, plus, the center assists established businesses with one to nine, full-time employees via its Employment Training Program.

§ **College of the Canyons** in Santa Clarita - The Center for Applied Competitive Technologies assists companies working in

robotics, biomedical products and digital manufacturing, plus, the center gives Spanish-language business workshops.

§ **Mt. San Antonio College** in Pomona - Offers advice on acquiring and running a franchise and obtaining patents, international trade and website counseling, plus counseling and workshops in Spanish and Chinese (Cantonese).

§ **El Camino College** in Hawthorne - Focuses on businesses in retail, wholesale, manufacturing and construction industries, plus offers specialty workshops on export/import, patent copyright, marketing for Latino-owned businesses and email marketing.

§ **Santa Monica College** in Santa Monica - Focuses on businesses in the fashion and apparel

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Spirit Awards Honors Small Businesses

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Valley Auto Specialists/Big O Tires North Santa Barbara County. Also honored were Steve Thomas BMW (veteran owned business), J Hernandez insurance services (minority owned business), Irene Henry State Farm (Woman-owned business) and Emily's Eggs

(Emerging Business). Ventura County Economic Development Association was the winner of the Small Business Advocate Award.

The keynote speaker was Sunne Wright McPeak, Secretary of the Business, Transportation and Housing agency in Gov. Schwarzenegger's cabinet.

U.S. Rep. Lois Capps presented the Small Business Advocate award.

Deputy District Director Lorenzo J. Flores hailed the winners as "Representatives of the Best in Small Business."



2006 Spirit Award Winners (from left to right): Emily Hobson and her teacher Alex Flores, Dixie Vollmer, Bud Arosteguy, Mike Fitzgerald, Paul Burri, Al and Sue Beltran, and Irene Henry



Los Angeles District Office
3rd Quarter Lender Rankings
10/1/05—6/30/06

Top Three SBA Lenders

| No. 1 Lender | | | | No. 2 Lender | | | | No. 3 Lender | | | |
|-----------------------|---------------------------|----|----------------|------------------|-----------------------------|----|---------------|-----------------|------------------------|------|----------------|
| Bank of America, N.A. | | | | Wells Fargo Bank | | | | Innovative Bank | | | |
| 942 | | | | 303 | | | | 223 | | | |
| \$32,339,300 | | | | \$29,970,200 | | | | \$7,182,000 | | | |
| 1 | Bank of America, N.A. | 94 | \$ 32,339,300 | 35 | Shinhan Bank America | 15 | \$ 4,691,500 | 69 | Metropacific Bank | 4 | \$ 1,054,600 |
| 2 | Wells Fargo Bank | 30 | \$ 29,970,200 | 36 | Temecula Valley Bank | 14 | \$ 10,450,300 | 70 | Montecito Bank & | 4 | \$ 962,000 |
| 3 | Innovative Bank | 22 | \$ 7,182,000 | 37 | Southwest Community Bank | 14 | \$ 8,215,000 | 71 | Spectrum Bank | 4 | \$ 771,700 |
| 4 | Capital One, FSB | 19 | \$ 8,140,000 | 38 | Telesis Community Credit | 14 | \$ 4,144,400 | 72 | Bank of the West | 4 | \$ 690,000 |
| 5 | Washington Mutual Bank | 19 | \$ 5,353,400 | 39 | Lehman Brothers Bank, F.S. | 13 | \$ 11,099,500 | 73 | Landmark CDC | 3 | \$ 2,841,000 |
| 6 | CDC Small Bus. Finance | 18 | \$ 140,009,000 | 40 | Business Finance Center | 12 | \$ 7,907,000 | 74 | Santa Clara Valley | 3 | \$ 1,853,500 |
| 7 | U.S. Bank, N.A. | 17 | \$ 38,616,900 | 41 | South County Bank, N.A. | 12 | \$ 5,154,500 | 75 | American Continental | 3 | \$ 1,490,800 |
| 8 | California Bank & Trust | 14 | \$ 16,568,500 | 42 | Community West Bank N.A. | 11 | \$ 2,823,800 | 76 | Coast National Bank | 3 | \$ 1,255,000 |
| 9 | Citibank (West), F.S.B. | 13 | \$ 6,390,000 | 43 | Business Loan Center, LLC | 11 | \$ 390,000 | 77 | Vision One Credit Un- | 3 | \$ 1,090,000 |
| 10 | Banco Popular, North | 11 | \$ 25,560,200 | 44 | Commonwealth Business | 10 | \$ 6,522,000 | 78 | Newtek Small Bus. | 3 | \$ 747,000 |
| 11 | EDF Resource Capital, | 98 | \$ 68,765,000 | 45 | Alliance Bank | 10 | \$ 4,476,800 | 79 | First National Bank | 3 | \$ 568,200 |
| 12 | Wilshire State Bank | 73 | \$ 32,254,200 | 46 | Gateway Business Bank | 9 | \$ 5,592,000 | 80 | Manufacturers Bank | 3 | \$ 567,000 |
| 13 | Hanmi Bank | 64 | \$ 24,694,700 | 47 | Bay Cities National Bank | 9 | \$ 574,000 | 81 | Certified Federal | 3 | \$ 551,000 |
| 14 | Union Bank of California, | 58 | \$ 1,692,500 | 48 | Inland Community Bank, N. | 8 | \$ 1,803,800 | 82 | Professional Business | 2 | \$ 2,727,000 |
| 15 | Center Bank | 53 | \$ 16,883,200 | 49 | Excel National Bank | 7 | \$ 3,209,600 | 83 | Cathay Bank | 2 | \$ 2,583,000 |
| 16 | National Bank of Califor- | 46 | \$ 25,945,600 | 50 | First Private Bank & Trust | 7 | \$ 2,652,500 | 84 | Greater Sacramento | 2 | \$ 2,228,000 |
| 17 | Mirae Bank | 41 | \$ 16,631,500 | 51 | East West Bank | 7 | \$ 2,640,000 | 85 | UPS Capital Business | 2 | \$ 2,047,000 |
| 18 | Saehan Bank | 41 | \$ 12,038,000 | 52 | Pacific Premier Bank | 7 | \$ 2,415,000 | 86 | Premier Comm. Bank, | 2 | \$ 1,516,500 |
| 19 | Uniti Bank | 36 | \$ 14,910,600 | 53 | Merchants Bank - California | 7 | \$ 2,410,000 | 87 | United Pacific Bank | 2 | \$ 1,179,000 |
| 20 | United Commercial Bank | 35 | \$ 11,156,500 | 54 | Coastal Business Finance | 6 | \$ 4,813,000 | 88 | Busi Community Capi- | 2 | \$ 809,900 |
| 21 | First Standard Bank | 32 | \$ 10,900,000 | 55 | Vineyard Bank | 6 | \$ 2,665,100 | 89 | American Security | 2 | \$ 762,000 |
| 22 | Pacific City Bank | 30 | \$ 17,113,200 | 56 | Community Bank | 6 | \$ 2,360,000 | 90 | Far East National Bank | 2 | \$ 413,000 |
| 23 | Mid-State Bank & Trust | 29 | \$ 3,009,400 | 57 | United Central Bank | 5 | \$ 3,870,000 | 91 | Mission Oaks National | 1 | \$ 1,192,500 |
| 24 | Mortgage Cap. Devel | 28 | \$ 25,049,000 | 58 | Community National Bank | 5 | \$ 3,645,600 | 92 | Enterprise Funding | 1 | \$ 1,079,000 |
| 25 | Nara Bank | 28 | \$ 14,941,000 | 59 | Wachovia Small Business | 5 | \$ 3,611,000 | 93 | Bank of Las Vegas | 1 | \$ 1,062,400 |
| 26 | California Statewide | 24 | \$ 14,698,000 | 60 | Interbusiness Bank, N.A. | 5 | \$ 2,050,000 | 94 | World Trade Finance | 1 | \$ 750,000 |
| 27 | CIT Small Business | 24 | \$ 9,055,600 | 61 | Mission Community Bank, N. | 5 | \$ 1,805,000 | 95 | La Jolla Bank, FSB | 1 | \$ 594,000 |
| 28 | Advantage CDC | 23 | \$ 18,275,000 | 62 | City National Bank | 5 | \$ 1,632,000 | 96 | BancFirst | 1 | \$ 440,000 |
| 29 | Comerica Bank - Calif. | 23 | \$ 10,612,000 | 63 | Pacific Western National | 5 | \$ 1,152,000 | 97 | California Coastal | 1 | \$ 377,000 |
| 30 | Southland Economic | 22 | \$ 14,145,000 | 64 | Mission Valley Bank | 5 | \$ 635,000 | 98 | Bridge Bank | 1 | \$ 368,000 |
| 31 | HSBC Bank USA | 22 | \$ 1,348,000 | 65 | Small Business Loan Source | 4 | \$ 2,067,000 | 99 | First Commerce Bank | 1 | \$ 350,000 |
| 32 | Beach Business Bank | 21 | \$ 8,301,300 | 66 | First California Bank | 4 | \$ 1,685,000 | 100 | Commercewest Bank, | 1 | \$ 250,000 |
| 33 | California Oaks State | 21 | \$ 2,277,000 | 67 | 1st Centennial Bank | 4 | \$ 1,420,700 | 101 | Stearns Bank, N.A. | 1 | \$ 202,400 |
| 34 | International City Bank | 18 | \$ 4,896,500 | 68 | PFF Bank & Trust | 4 | \$ 1,150,000 | 102 | Total | 3844 | \$ 848,339,300 |



What the SBA Can Do for You!

U.S. Small Business Administration

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Glendale, CA 91203

Phone: 818-552-3201
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www.sba.gov/ca/losangeles

Click on "2006 Los Angeles Resource Guide" under the local LADO website to view the RENI Guide online.

The SBA's Los Angeles District Office serves Los Angeles, Santa Barbara and Ventura counties with a population base of 11 million. The tri-county area's strength is its diversity with financial, retail, service, international trade, entertainment and high technologies leading the Greater Los Angeles Area's ever expanding economic base. The region continues to be one of the fastest growing in the country. In 2005 this District Office led the country in providing over \$ 1 billion to nearly 5,000 businesses. Additionally, the office was number one in financing minority and women owned businesses.

The Office is a full service operation with SBA Loan Programs including SBAExpress, International Trade, Real Estate, Working Capital, the 8(a) Program and other Government Contracting Programs and training and technical assistance services. Technical assistance is provided to assist business owners with counseling and training (how to start a business, managing employees, business plan, etc). This is accomplished through the Small Business Development Center (SBDC) program, under the auspices of the Long Beach Community College District, the Women's Business Centers (WBC) and the Service Corp of Retired Executives (SCORE). In addition, the Los Angeles District Office provides procurement assistance facilitating the award of over \$1 billion in contracts and access to the \$350 billion Federal Procurement Market.

The staff of the Los Angeles District Office is committed to providing Quality Customer Service to all our customers -- small businesses, lenders and resource partners.

SBDC Network Helps Small Businesses

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industries and those involved in packaging and moving products, retailers, food industry and tourism businesses.

§ **Long Beach City College** in Lakewood – Provides international trade assistance under a close partnership with the Long Beach Center for International Trade, helps businesses engaged in production of specialty packaged foods and foodstuffs, and provides Spanish-speaking counselors and Spanish-language business workshops.

§ **Ventura Community College** in Ventura – Offers outreach to Santa Barbara County business

owners through the Santa Barbara Hispanic Chamber of Commerce Outreach Center and provides a small-business, turn-around specialist team, plus Spanish-speaking counselors and workshops in Spanish.

National Program

The SBDC Network/LAVSB provides services with \$2.7 million in federal funds in 2006 alone, plus another \$2.7 million in matching funds from state, community or private funds. It is the seventh largest federally funded and the largest regionally funded SBDC in the nation.

Five other lead SBDCs exist in California, four in Texas, and one in every other U.S. State as well as the

territories of Guam, Puerto Rico, the U.S. Virgin Islands, the District of Columbia and American Samoa, for a total of 62 lead centers across the country overseeing more than 900 centers overall.

"Our Los Angeles region SBDC network promises to be a significant part of our extensive economic development initiative to help small businesses create jobs and strengthen local economies," said District Director Alvarado.

For more information about the SBDC Network/LAVSB, obtain business counseling or sign up for a workshop, phone 562-938-5020 or log on to <http://lasbdcnet.lbcc.edu/index.htm>

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